



Acceptance Speech by

Dhirubhai H. Ambani

Chairman, Reliance Industries Limited

December 16, 2000, Mumbai, India

**Civic Address and Civic Reception
Brihanmumbai Mahanagarpalika**

Honourable Chief Minister, Honourable Deputy Chief Minister,
Honourable Mayor, Honourable Deputy Mayor, Honourable
Municipal Commissioner,

Ladies and Gentlemen,

Thank you very much for your very kind words. For your affection.
For this great honour. I am deeply touched.

You have mentioned that I was born in Gujarat. It is true. But I was
re-born in Mumbai. Like lakhs of people who come to this city every
year, I came here forty two years ago. I began a new life modestly
from Bhuleshwar in Jaihind Estate. It is in Kalbadevi.

Mumbai gave me opportunity when I looked for it. Mumbai gave
me courage when I faced challenges. Mumbai gave me strength when
difficulties came in the way. Mumbai has always nourished me kindly.
Mumbai gave birth to the spirit that has moved me all my life. That
spirit beats in my heart as I stand before you.

“Thank you, Mumbai for all you have done for me”.

I thank all my friends and well wishers who are present on this
occasion. And I can never forget friends who are no longer with us.
To them I pay my homage, from the core of my heart.

Ladies and Gentlemen,

I started my business career in Mumbai with a table and a chair. At
Rs.150/- per month. My address was care of a telephone number. I
can never forget my exciting days in the commodity market at Bhat
Bazar. It sharpened my business instincts. I cannot forget my years
in the yarn market at Tamba Kantha. There I learnt about the textile
trade. When I needed money for setting up an industry, I went to
Bombay Stock Exchange. Here I learnt the process of generating
wealth and creating assets.

Here, I developed the basic philosophy of my life. To win people's trust and to share wealth. The large Reliance family today consists of lakhs of shareholders. But, the process began in a small way. Today, the capital market is the lifeline of Indian economy. It has changed the face of corporate India.

Mumbai is home to these great institutions. They shape the destiny of our country. For people in business and industry, Mumbai is the greatest centre of education. For training in dealing with people. For learning the art of management. I am proud to belong to this great city.

Today you have made me realise that Mumbai feels proud of me.

There can be no greater joy for me than your warm gesture this evening.

Friends,

People come to Mumbai from all over the country. Rich as well as poor. Educated and not-so-educated. They come with hopes and ambitions. For those who can dream and dare. Sky is the limit for what they can achieve. Mumbai is always ready to bless them. It depends on what they aspire. And what effort they put in. My life is a tribute to Mumbai's generous heart.

I can never fully repay the debt I owe to Mumbai. To all of you. My past was shaped by Mumbai. I will like to join you in shaping its future. And our children are the future of our city, of our society. I will like to do something for Mumbai's children. Specially for those who study in ordinary schools. Who do not come from affluent families.

Today, a new revolution is sweeping the world. The knowledge revolution. I will like young boys and girls of Mumbai to grow as leaders of this knowledge revolution. Computer education is the key to it. It should be made available to Mumbai's children on a large scale. This will be possible only if schools run by BMC can provide computers to children in their classrooms. To make a beginning, Reliance Infocom will arrange for computer education and training

for these children. The first phase will cover 51 secondary schools. This will benefit 68,000 children.

Second phase will cover five thousand Upper Primary schools. This will benefit three and a half lakh children. Reliance will implement this scheme with Bharatiya Vidya Bhawan. It is a small gesture from me. A token of my feeling for Mumbai's future. My concern for Mumbai's children. I hope this will mark a beginning in bringing computer education to the children of our city. Especially to those who cannot afford it.

I must thank Muralibhai for this idea. He is my dear friend. He is full of passion about Mumbai. Always concerned about its problems. Muralibhai is a tireless worker for all noble causes.

Ladies and Gentlemen,

Earlier this year, I was honoured for wealth-creation. But wealth is not created by one individual. A large number of people participate in the process. They contribute in many ways. By investment. By their skills, and by their hard work. Fruits of these efforts should also be shared on a large scale. This has always been my firm belief. This is the secret of the strong bonds between Reliance and Lakhs of investors.

This spirit of sharing should be applied specially in the field of knowledge. Till now, people generally believed that sharing money with others reduces what is left with them. This does not apply to knowledge. Unlike other commodities, it does not diminish even if you give it to others liberally. Rather, it increases. An entirely new era has opened up before us. If knowledge is shared, lakhs and lakhs of educated boys and girls will generate enormous wealth for our country. Let us make Mumbai a model in sharing knowledge. A model for others to follow. This will strengthen Mumbai's leading position in the country and the world.

I dream of a Mumbai where there is no pollution. A Mumbai with free flowing traffic. A Mumbai with clean localities and comfortable houses.

A Mumbai with ideal schools and other institutions of learning. I dream of Mumbai that is India's financial capital as well as a great centre of knowledge. I dream of Mumbai that is modern as well as green. We can achieve all these if we work as partners to realise this dream.

I believe in partnership. Between people and authorities. Between government and business and industry. We need this partnership not only for economic development. But also in the social sector. We all, live and earn in Mumbai. Let us enter into a partnership. To make this metropolis the best, not only in India. But an envy of other cities in the world.

Ladies and Gentlemen,

I have no words to express my gratitude to you. To Honourable Vilasraoji, Honourable Bhujbalji and Murlibhai. I am specially grateful to the Mayor Shri.Patil, Deputy Mayor Shri. Deo, Municipal Commissioner Shri.Ranganathan, other distinguished persons on the dias and officers of BMC. All of you have done a great honour to a humble citizen of Mumbai.

This is an honour to thousands of young men and women who have made Reliance what it is today. It is an honour to lakhs of Reliance shareholders and other associates.

Above all, it is an honour to the undying spirit of the great city of Mumbai. The spirit of enterprise, excellence and achievement.

Let us keep this spirit alive.

Let us work together to rejuvenate Mumbai.

Let us keep Mumbai in the lead as India marches ahead in the new millennium.

Thank you, Ladies and Gentlemen,

Thank you very much.

Dhirubhai H. Ambani

Dhirubhai (Dhirajlal) Hirachand Ambani (b. December 28, 1932) is Founder and Chairman, Reliance Group.

Reliance Group is India's largest business house with total revenue of Rs 50,415 crore (US\$ 10,943 million), net profits of Rs 3,487 crore (US\$ 757 million) for the 12-month period ending September 30, 2000. The Group has total assets of Rs 52,100 crore (US\$ 11,944 million) and net worth of Rs 22,415 crore (US\$ 5,138 million). The Group's activities span textiles, synthetic fibres, fibre intermediates, petrochemicals, oil & gas production, refining, power, telecom and infocom initiatives.

Mr Ambani was born in Chorwad, a village in Saurashtra, Gujarat. When he was 17, he went to Aden (now part of Yemen) and worked for A.Besse & Co. Ltd., the sole selling distributor of Shell products. He returned to Mumbai in 1958 and started his first company, Reliance Commercial Corporation, a commodity trading and export house. In 1966, as a first step in Reliance's highly successful strategy of backward integration, he started the textile mill in Naroda, Ahmedabad. In 1975, a technical team from the World Bank certified that the RIL textile plant was "excellent by developed country standards." In 1977, the company went public.

With an investment of over Rs 36,000 crores (US\$ 9 billion) in petroleum refining, petrochemicals, power generation, telecommunication services and a port terminal in a three-year time frame, has steered the Reliance Group to its current status as India's leading textiles-petroleum-petrochemicals-power-telecom player.

Mr. Ambani was conferred the 'Man of the Century' award by Chemtech Foundation and Chemical Engineering World in recognition of his outstanding contribution to the growth and development of the chemical industry in India, November 2000. He was also conferred the 'Indian Entrepreneur of the 20th Century' award in March 2000 by FICCI (Federation of Indian Chambers of Commerce and Industries), for his meticulous scripting of one of the most remarkable stories of business endeavour of the 20th century. He was thrice (2000, 1998 and 1996) nominated as one of the 'Power 50 – the most powerful people in Asia', by *Asiaweek* magazine. He was voted the most admired Indian of the

millennium in the field of Business & Economics in 'Legends – A Celebration of Excellence' poll audited by Ernst & Young for Zee Network, January 2000. He was voted as 'Creator of Wealth' of the century in *The Times of India* poll, January 2000. He was chosen as one of the three 'makers of equity' by *India Today* in their special millennium issue entitled '100 People Who Shaped India in the 20th Century', January 2000. He was chosen by the Indian Merchants Chamber as "An Outstanding Visionary of the 20th Century" in recognition of his unique achievements and contribution in the development of industry and capital markets in India, December 1999. Mr Ambani was voted as 'Indian Businessman of the Century' in *Business Barons* Global Multimedia Poll, December 1999. Mr Ambani was placed amongst 'The Power 50 - India's 50 most powerful decision-makers in Politics, Business & Finance', *Business Barons*, August 1999. He was declared 'Most Admired Indian Business Leader' by *Times of India*, *Indiatimes.com* poll in July 1999. Mr Ambani was rated as 'India's Most Admired CEO' in the *Business Barons-Taylor Nelson Sofres-Mode* survey in July 1999. He was the only Indian industrialist in 'Business Hall of Fame' in *Asiaweek*, October 1998. Mr Ambani was awarded the Dean's Medal in June 1998 by The Wharton School, University of Pennsylvania, for setting an outstanding example of leadership. He was chosen as a Star of Asia in June 1998 by *Business Week*, USA. The leading business magazine *Business Barons* placed Mr Ambani in its list of 'India's 25 Most Influential Business and Financial Leaders', in June 1998. In 1994 he was awarded the Companion Membership of the Textile Institute, UK – an award which is limited to 50 living members who have "substantially advanced the general interests of the industries based on fibres". He was chosen as 'Businessman of the Year 1993' by India's leading business magazine, *Business India*, January 1994.

Mr Ambani is married to Kokilaben and lives in Mumbai. He has four children: two sons, Mukesh, who is Vice-Chairman & Managing Director and Anil, Managing Director of Reliance Industries and two daughters, Dipti Salgaocar, who lives in Goa and Nina Kothari, who resides in Chennai.

Reliance Industries Ltd., Maker Chambers IV, Nariman Point, Mumbai 400021, India.
Telephone: (+91 22) 287 3655 • Fax: (+91 22) 285 6503 • Internet : www.ril.com